

Message Text

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PAGE 01 SEOUL 01820 070158Z

ACTION EA-12

INFO OCT-01 ISO-00 EB-08 XMB-02 SSO-00 /023 W

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O 070123Z MAR 78

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC IMMEDIATE 9700

INFO USDOC WASHDC IMMEDIATE

LIMITED OFFICIAL USE SEOUL 1820

DEPT PASS EXIMBANK

E.O. 11652: N/A

TAGS: BENC, KS,

SUBJ: HYUNDAI CAPROLACTAM PLANT

REF: A) 77 SEOUL 10367, B) SEOUL 1258

1. EMBOFFS HAVE TAKEN EVERY OPPORTUNITY TO PROMOTE THE POSITION OF ARTHUR G. MC KEE AND CO., THE SOLE US BIDDERS ON HYUNDAI'S PROPOSED \$60 MILLION CAPROLACTAM PLANT WITH MR CHUNG IN-YUNG, PRESIDENT OF HYUNDAI INTERNATIONAL, AS WELL AS WITH GOVERNMENT OFFICIALS WHO HAVE VERY STRONG INTEREST IN BUYING AMERICAN RATHER THAN JAPANESE. MC KEE'S BID IS ABOUT \$3 TO \$4 MILLION HIGHER THAN CHIYODA CHEMICAL OF JAPAN. HYUNDAI PRESIDENT IS STRONGLY MOTIVATED BY PRICE ALONE AND NOT BY MC KEE'S PACKAGE INCLUDING LOCAL MANUFACTURE OF MANY PARTS OF PLANT.

2. CHUNG IS TRAVELLING AND WILL RETURN IN ONE OR TWO DAYS AT WHICH TIME HE WILL RECEIVE FINANCIAL AND TECHNICAL BRIEFINGS ON WHICH HE WILL BASE A DECISION.

3. IN CONVERSATIONS WITH MCI BUREAU OF INTERNATIONAL TRADE PROMOTION DIRGEN NOH CHIN-SHIK, EMBOFF HAS RECEIVED HIS PERSONAL LIMITED OFFICIAL USE

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PROMISE TO TRY TO "SELL" THE MC KEE PLANT TO HYUNDAI FOR REASONS OF IMPROVING THE US/ROK BALANCE OF PAYMENTS. BEFORE HE CAN WEIGH IN, HE REQUESTS AND NEEDS BRIEFING BY MC KEE REPRESENTATIVE. NOH, WHO IS THE GUIDING LIGHT IN IMPORT LIBERALIZATION AND SWITCHING PURCHASES FROM JAPAN TO THE US (REFTEL B) HAS NOT BEEN INVOLVED BEFORE ON THIS PROJECT. HOWEVER, HIS EFFORTS CAN BE POWERFUL FACTOR ON HYUNDAI'S CHOICE, AND WE

SHOULD TAKE HIM UP ON HIS SINCERE OFFER TO HELP.

4. J W FLORENCE OF MC KEE WAS IN SEOUL UNTIL MARCH 3 WHEN
HE DEPARTED. REQUEST MEPD URGENTLY INFORM HIS OFFICE OF THE
FOREGOING. HE MAY BE REACHED AT AREA CODE (415) 573-3373,
SAN MATEO, CALIFORNIA, TELEX 349398.
STERN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978SEOUL01820
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780101-0793
Format: TEL
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780397/aaaadeka.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 4ec232cc-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
Reference: 77 SEOUL 10367, 78 SEOUL 1258
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3416229
Secure: OPEN
Status: NATIVE
Subject: HYUNDAI CAPROLACTAM PLANT
TAGS: BENC, KS
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/4ec232cc-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
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20 Mar 2014
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